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Automotive News

June 2, 1986

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Sunny future for cars seen in Thailand

By Andrew Tank
Staff Correspondent

BANGKOK, Thailand.—The motor-vehicle industry in Thailand is facing a painful period of transition.

By the 1990s, it could be the most self-reliant automotive manufacturing center in South Asia, exporting components to the U.S., Japan and Europe. But a combination of economic setbacks have prompted a severe recession.

The Thai Government is anxious to use this period of adversity to restructure the industry and promote more efficient scales of production. It seems likely that this effort will be only partially successful.

Industry executives and government officials agree that Thailand might achieve considerable success as an exporter of automotive components. But no one expects it to emulate Japan or South Korea as an exporter of finished vehicles.

Said Chackchai Panichapat, assistant secretary general of the Board of Investment, the state promotional agency, "I'm not very proud of the auto industry in Thailand. We are too free, with so many makes and models and a very small market. But there is an opportunity to export parts."

The Thai motor industry grew strongly in the early 1980s, buoyed by Thailand's fast economic growth which averaged 7 percent per year in real terms between 1970 and 1984.

That was reflected in annual production in both 1983 and 1984 of about 35,000 cars, 75,000 commercial vehicles and 320,000 motorcycles.

Demand collapsed in 1985. Falling international commodity and food prices cut purchasing power and trimmed economic growth to 4 percent—the lowest for decades. As a result, production of cars and commercial vehicles fell 26 percent from 111,037 in 1984 to 82,106 in 1985. Motorcycles production dipped from 317,485 to little over 200,000.

Further sharp declines are expected during 1986. The appreciation of the Japanese currency has already pushed up vehicle prices by 10 percent. The economic outlook has darkened due to a U.S. law that could cut sales of rice, Thailand's biggest export.

Vehicle sales in the first four months of 1986 were 26,037, down 10.6 percent from the 1985 period.

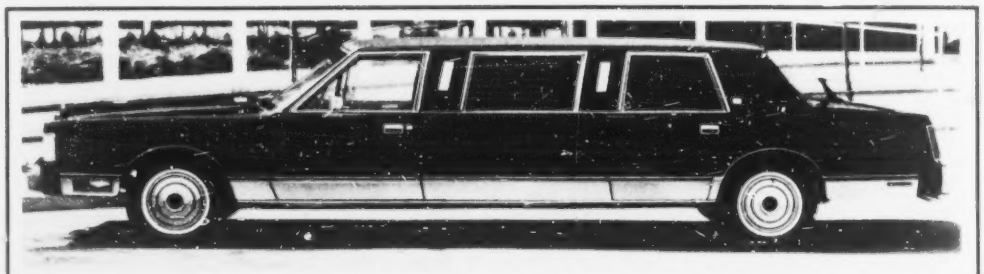
Employment at the major assembly firms has been cut about 10 percent, and further job losses are likely if demand stays depressed.

The result is intense competition to maintain market share.

Said Simon E. Bonython, acting

Please turn to Page 36, Col. 1

VW may build Jetta in U.S. plant



Limousine Werks stretches Lincoln Town Car 54 inches

Limousine market softens

By Al Fleming
Industry Editor

Following two years of rising production and sales, limousine producers are scaling down their market expectations for 1986.

Among the reasons: A supply-demand imbalance resulting from a rapid rise in the number of limo customizers that entered the business during the recent boom times.

As customizers do battle, so do their vehicle sources. Indications are Lincoln has wrested limo leadership from Cadillac, and will take close to 70

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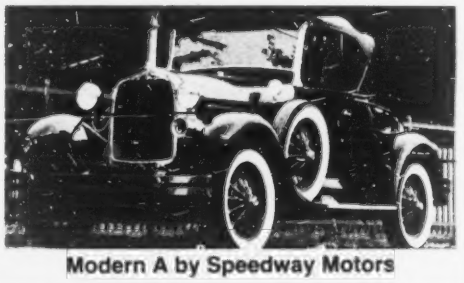

Modern A by Speedway Motors

Production could begin early in '87

By Dave Zoia
Detroit Reporter

Volkswagen of America is studying a plan that would add production of 26,000 Jetta models annually to its U.S. operations beginning early next year.

VWoA officials wouldn't confirm details of the study, but a source close to the Westmoreland (Pa.) assembly operation said a report was expected to be completed late last week.

"We've studied many things over the years," a VWoA spokesman said. "It's an ongoing procedure to see how we can best utilize the existing capacity at Westmoreland."

The proposal calls for VWoA to begin producing Jettas at Westmoreland as early as February at a rate of 100 units per day (about 26,000 per year), according to one source.

The amount of the investment required to add Jetta to Westmoreland and the percentage of the plant's 1,800 laid-off hourly and salaried workers that would be affected by the move have yet to be determined.

When VWoA retooled the Westmoreland plant in late 1984 to produce the Golf model, the company designed in the flexibility to add Jetta assembly quickly.

However, if the project is approved, tooling for the Jetta would take 12 to 18 months, according to a VWoA spokesman, making the proposed February,

Please turn to Page 51, Col. 1

1987 intros begin Sept. 18

By Jenny L. King
Detroit Reporter

Chrysler Motors kicks off the 1987 model year shortly after Labor Day with the Sept. 18 introduction of its Plymouth Sundance and Dodge Shadow.

General Motors said Sept. 25 is the date currently on the calendar for introduction of most of its 1987 models, followed in November by the Cadillac Allante convertible.

Ford Motor Co. said introductions of Ford Division's cars and light trucks begin Oct. 2. A Lincoln-Mercury spokesman said Oct. 3 is the probable date of its 1987 lineup debut. The Ford intros continue through November, with the new Bronco and F Series models bringing up the rear on or about Nov. 28.

Chrysler carryover models will bow Oct. 2 in conjunction with their official advertising campaign, according to a spokesman, followed by a Christmastime or first-of-the-year introduction for Chrysler's new J-body LeBaron coupe.

A convertible version of the LeBaron joins the Chrysler product line in the spring, the spokesman said, and the long-wheelbase minivans are expected to be available by mid-model-year.

American Motors said its 1987 line will probably debut during the week of Oct. 5.

Chevrolet will bring out Beretta and Corsica, its X-car replacements, around Jan. 1. Pontiac said its all-new front-wheel-drive family sedan, Bonneville, and the "ultimate" Trans Am go onstream at the end of September.

Ford carryover light trucks, including Bronco II, Ranger and Aerostar, are expected to be available by Oct 2.

Innocenti keys Chrysler deal

By Mary Connelly
Detroit Reporter

The key to Chrysler Corp.'s anticipated financial takeover of Maserati S.p.A. appears to be the Italian manufacturer's Innocenti manufacturing plant.

The plant will permit Maserati to meet Chrysler's production demands in addition to lending its name to the vehicles and engines developed by the two companies.

"That was the key—mating the Maserati name with a production facility with the capacity Chrysler wanted to buy," said Howard E. Chase, secretary of DeTomaso Industries which has a 66 percent indirect equity interest in Maserati.

"That's what made it possible. If we had owned only Maserati and not Innocenti, it would not be possible."

Maserati and the Milan-based Innocenti were merged at the end of 1984.

Production capacity for the jointly developed Chrysler-Maserati cars will be 24,000 units an-

Please turn to Page 55, Col. 1

Alejandro DeTomaso, right, at L.A. show

Congress taps top leaders

This year's Automotive News World Congress features top leaders from the auto industry, related fields and government.

Among the auto company chiefs addressing the July 27-30 international gathering will be keynoter Roger B. Smith, General Motors chairman; G. Glenn Gardner, chairman, Diamond-Star Motors, and Max Jamiesson, executive vice president, Hyundai Motor America. In addition, executive vice presidents Lloyd Reuss of GM and Allan Gilmour of Ford are on the program.

Other top auto executives at the Congress will be Peter E. Rupp, president, Freightliner Corp.; Peter Schutz, chairman and CEO, Porsche AG; M.J. Closs, president and CEO, Chrysler Canada, Ltd.,

Please turn to Page 38, Col. 3

suppliers
plants Page 2

Indy rain delay
costs ABC millions Page 3

Car-buying attitudes
reach record high Page 4

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Ad revenues were washed out with Indy race

By Dave Zoia
Detroit Reporter

The rain that delayed by a week the running of the 70th Indianapolis 500 also may have dampened profits for the ABC television network.

Because of the rainout, advertisers whose commercials ran on May 25—the scheduled race day—were not charged for the time, an ABC source said. Commentators filled the time with interviews and film.

Not all the commercials scheduled for the original race date were broadcast during the expanded coverage of nearly six hours, but a significant number were, a spokesman said.

ABC was charging an average of $100,000 per 30-second spot, according to one source. The loss in revenues could total several million dollars. The network was scheduled to run 100 30-second commercials during its five-hour broadcast of the rescheduled race on May 31.

Add to that the estimated $5 million cost to broadcast—including purchasing television rights and the projected $160,000-per-day tab to keep crew and equipment at the track—and the Indy 500 payoff for ABC in 1986 appears to diminish.

"It's going to be expensive," said one industry observer. "There's no way they can recoup everything they lost during the first broadcast."

ABC wouldn't comment officially on its handling of commercial time for the race or whether the network lost money on the telecast.

But a spokesman for Goodyear Tire & Rubber Co. confirmed that the company was not charged for its seven 30-second spots shown by ABC May 25.

Despite the rain—it marked the first time an Indy 500 was postponed without even a start—the May 25 ABC broadcast enjoyed good ratings.

The overnights gave ABC's Indy coverage a 6.6 rating and a 22 share. The rating figure means 5.7 million of the 85.9 million U.S. households with television sets were viewing ABC. The share total is the percentage of all households which had televisions turned on and tuned into ABC.

Manheim bid for AAAA is $75 million

By Richard Feast
European Editor

LONDON—The Manheim/Cox offer to buy the 12 U.S. sites operated by Anglo American Auto Auctions was one that British Car Auctions, the parent firm of AAAA, found impossible to ignore.

The Manheim/Cox bid is about $75 million.

It is thought that BCA is preparing for an important takeover bid later this year. The London-based company has a cash hoard from recent sales of a number of holdings. Combined with its potential for borrowing, BCA is in a position to offer at least $150 million if it were to take over another concern.

The recent BCA disposals have prompted plenty of rumors in London over just which organization BCA has its eye on. One of the most consistent is that the target is Christie's, the world-famous art auction house.

An Anglo American spokesman in Nashville said BCA itself is an excellent takeover target.

"Because they don't pay their sellers until the buyers' checks have cleared, they are in a positive cash-flow situation," he said.

"I don't see any of this as a danger to the current (Manheim/Cox) activities," he said. "We're still under the impression the sale is proceeding."

"Let's put it like this: They made us an offer we couldn't refuse," said BCA Finance Director Peter G. Warman.

Detailed negotiations on the Manheim/Cox offer are still taking place, in anticipation of a formal agreement Aug. 4. As noted, BCA expects to realize around $75 million from the sale.

The proposals must be acceptable to all shareholders and must not violate U.S. antitrust regulations. The proposed merger would bring the number of Manheim-operated auctions in North America to 29.

The pending sale of AAAA is part of a more general disposal of BCA assets and investments in recent months. It has sold its holdings in Attwoods, Group Lotus and Midepsa and has realized more cash through the sale of the valuable Frimley auction site southwest of London.

Frimley brought a reported $12 million; it cost BCA almost nothing 25 years ago.

The $75 million BCA expects to realize from the Manheim/Cox deal compares with a total U.S. investment of just over $40 million since BCA opened its first U.S. auction in Nashville in May 1982.

Joe Wilsseris

CPC's David Campbell: No cutbacks in technology for GM10

GM's highest tech for GM10

By Dave Zoia
Detroit Reporter

General Motors is committed to using all its new manufacturing technology in its multibillion-dollar GM10 car program.

But the application of such state-of-the-art equipment might take longer and have a more limited scope than originally thought, the company admits.

"There really haven't been any cutbacks in technology," said David D. Campbell, GM vice president and director of operations for the Chevrolet-Pontiac-Canada Group.

"We've had some stretching out of the program, but there's not one single piece of technology where we've decided we're not going to do that.

"With some of it, we've said maybe we'd be smarter to put it in only one plant, but we have not backed off the technology. We are still being very aggressive."

But because certain technology no longer will be applied at all GM10 plants at startup, GM has asked suppliers what it would take to pull back on some of its tooling orders, Campbell conceded.

"Sure, we've looked into what it would cost to cancel certain things," he said. "But we always do that. If the price isn't right, we'll buy the equipment and store it until we're ready to phase it in."

Several factors are forcing GM to reexamine the extent to which it will introduce untried technology through the GM10 program, Campbell said.

"Part of it is just generating enough capital to buy the equipment," he said. "Even though we still have a $35 billion spending program over the next four years, this stuff is expensive. You just can't choke it down all at one time."

Other factors include the shortage of people available to program the new machinery and the burden new assembly techniques create in training workers, Campbell said.

"So there's a balancing act between how much money you can spend and how fast you can get the equipment into the plant and assimilate it," he said.

In some cases, suppliers have been unable to meet demand for certain equipment, Campbell added. A shortage of presses is one of the reasons full operation of the metal stamping plant at the GM10 facility in Fairfax, Kans., will be delayed some 18

Please turn to Page 51, Col. 3

GM may shift full-size rwd output

DETROIT—General Motors reportedly is considering shifting production of its full-size, rear-wheel-drive models from its Clark Avenue plant here to its plant in Arlington, Tex., as early as next December.

The Detroit plant currently produces the Chevrolet Caprice sedans and wagons, the Oldsmobile Custom Cruiser wagon and the Cadillac Fleetwood Brougham sedan.

The Arlington plant now assembles the mid-sized, rear-wheel-drive Chevrolet Monte Carlo and Oldsmobile Cutlass Supreme, which will be discontinued beginning in the 1988 model year when the GM10 cars arrive.

It had been thought that Arlington would produce the GM10 models. However, GM announced earlier this year that the plant would not be included in the GM10 program.

The whole situation may depend on obtaining agreements with the local unions. GM would probably guarantee production at either of the plants if the local unions would agree to concessions.

A GM spokesman said the company plans to begin producing 1987 models at Clark Avenue following a month-long model changeover ending July 29, but no product plans have been announced for the 65-year-old plant beyond the 1987 model year.

GM had announced last summer that it would keep the Clark Avenue plant and the neighboring Fleetwood plant running through the late 1980s because of continued demand for the larger, rear-drive models. Earlier, GM had planned to close the Clark Avenue plant after the 1986 model year.

Budd seeks duties against Brazil wheels

By Geoff Sundstrom
Washington Reporter

WASHINGTON—Brazilian makers of medium- and heavy-truck wheels are dumping their products on the U.S. market, Budd Co.'s Wheel and Brake Division told the U.S. International Trade Commission.

In a petition filed with the ITC last month, Budd asked the commission to impose anti-dumping duties on Brazilian tubeless steel disk wheels.

If the duties are imposed, the amount would equal the difference between the selling price in Brazil and the selling price in this country. The money would be paid to the U.S. Treasury.

Budd said it filed its petition on behalf of all steel disk wheel makers in the U.S. Firestone Steel Products Division and Goodyear Tire and Rubber Co.'s subsidiary, Motor Wheel Corp., are the only other U.S. manufacturers of tubeless steel disk wheels.

The wheels are used on Class 6, 7 and 8 trucks, including tractors and semi-trailers.

Brazilian manufacturers named in the Budd Co. petition are Borlem S.A. Empreedimentos Industriais and FNV-Veiculos E Equipamentos S.A. A third exporter expected to join the list is Fumagalli, a division of Rockwell International. Budd said the Brazilian wheels are distributed in the U.S. by Prudential Supply Corp., New York; Gamma Enterprises, Woodland Hills, Calif., and Reliable Transportation Components, Dallas.

Budd estimated dumping margins of up to 160 percent on the wheels, based on price comparisons between Brazilian-made wheels sold in Brazil and Brazilian-made wheels sold in the U.S.

The ITC has 45 days to act on the petition.

index

Auction reports	41
Classified advertising	42-48
Dealing with dealers	20
Editorial page	10
Extra section	E1
Obituaries	54
Personnel	51
Production by makes	56
RV highlights	12

60th year—No. 5130

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factories list auction dates

American Motors

June 3—D-A Auto Auction, New Stanton, Pa., and Aptco Auto Auction, Taylor, Mich.

June 4—Kansas City Auto Auction, Kansas City, Mo., and Metro Milwaukee Auto Auction, Caldonia, Wis.

June 5—Evansville Auto Auction, Evansville, Ind.; Northway Exchange, Inc., Clifton Park, N.Y., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Chrysler Corp.

June 3—NuCarPrep System, Santa Fe Springs, Calif., and Florida Auto Auction of Orlando, Ocoee, Fla.

June 4—Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, Ohio; Dallas Auto Auction, Grand Prairie, Tex., and South Seattle Auto Auction, Kent, Wash.

June 5—Fredericksburg Auto Auction, Fredericksburg, Va.

June 6—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Ford Motor Co.

June 3—Harrisonburg Auto Auction, Harrisonburg, Va., and Indianapolis Auto Auction, Indianapolis

June 4—Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northway Auto Auction, Shakopee, Minn., and Golden Gate Auto Auction, Fremont, Calif.

June 5—Nashville Auto Auction, Nashville

June 11—Concord Auto Auction, Acton, Mass., and Salt Lake Auto Auction, Salt Lake City, Utah

General Motors

June 3—Southern Auto Auction, E. Windsor, Conn., and Dallas Auto Auction, Dallas

June 4—Atlanta Auto Auction, Red Oak, Ga.; Clanton's Auto Auction, Darlington, S.C.; Hatfield Auto Auction, Hatfield, Pa., and Omaha Auto Auction, Omaha, Neb.

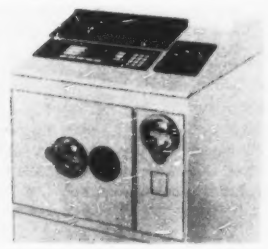
June 5—Aptco Auto Auction, Taylor, Mich.; Butler Auto Auction, Gibsonia, Pa., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Model Breakdown
Auction Averages

	MAY 1986	APR 1986	MAR 1986
1986	$11,292	$11,490	$10,173
1985	$8,650	$8,803	$8,774
1984	$6,384	$6,363	$6,248
1983	$5,516	$5,515	$5,370
1982	$4,361	$4,308	$4,213
1981	$3,423	$3,458	$3,382
1980	$2,560	$2,516	$2,477
1979	$2,195	$2,199	$2,246
Overall Average	$5,143	$5,093	$4,932

Used Car Sales
Auction Averages

May, 1986	$5,143
Month ago	$5,093
Year ago	$5,224



Steel vault stores cash

Cash register deters theft

ANAHEIM, Calif.—A cash-handling system controlled by a microprocessor and designed to eliminate opportunity for employe theft is in production.

Called the Cash-Guardian 100, the system, in effect, eliminates the open cash register drawer and denies employes and robbers easy access to cash on hand.

The heart of the new system is a cash-handling unit that retains "working" cash in a 450-pound steel vault and automatically produces exact change by recycling stored cash.

An audit tape inside the locked vault provides management with a printout record of all transactions by sales amount, currency received, change dispensed, employe, date and time. The system also accepts and records transactions involving checks, credit cards and coupons.

Cash-Guardian 100 was developed by Commercial Guardian and its parent company, Baskin Robbins Ice Cream Co., a subsidiary of Allied-Lyons, England.

used-car auction directory

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Production

Memorial Day cuts auto output

By Kathy Boyer
Detroit Reporter

Scheduled domestic auto production dropped to 137,996 units last week because of plant closings on Memorial Day.

Last week's output was the lowest since the week before Easter, when 132,138 cars were assembled.

Targeted production last week was 18.02 percent below the previous week's 168,337 and 3.01 percent below the year-ago week's 142,273.

So far this year, 3,563,683 cars have been assembled, 4.37 percent fewer than the 3,726,384 completed last year at this point.

Companies split last week's estimated output as follows: General Motors, 54.48 percent; Ford Motor Co., 23.41 percent; Chrysler Corp., 14.64 percent; New United Motor Mfg., Inc., 2.61 percent; Honda of America Mfg. Co., 2.54 percent; Volkswagen of America, 1.16 percent, and American Motors, 1.16 percent.

As previously reported, Nissan Motor Mfg. Co.'s car line in Smyrna, Tenn., remains idle for model changeover.

American Motors' Kenosha plant resumed output last week after being down for one week for inventory adjustment.

GM scheduled no overtime at its car plants Saturday (May 31). Ford slated Saturday overtime at its Wayne (Mich.) plant.

All Ford plants are scheduled for daily overtime this week (June 2).

Chrysler slated Saturday overtime at its plants in Newark, Del.; Belvidere, Ill., and St. Louis (No. 2).

Belvidere and St. Louis (No. 2) are scheduled for daily overtime this week.

Holiday trims truck output in U.S.

With plants closed last Monday (May 26) for Memorial Day, targeted production of domestic trucks was cut to 64,700.

Last week's scheduled output was 14.34 percent below the previous week's 75,528 but 5.11 percent more than the year-ago week's 61,555.

Year-to-date, 1,541,679 trucks have been built, 3.84 percent more than the 1,484,613 completed last year at this time.

General Motors slated Saturday (May 31) overtime at its Detroit plant.

Ford's Norfolk, Twin Cities and St. Louis plants were scheduled for Saturday overtime.

All Ford plants are slated for daily overtime this week (June 2).

Canadian trucks outrun '85 pace

Canadian truck production passed the 400,000 mark last Friday (May 30), five days earlier than in 1985.

Year-to-date, 400,865 units have been built, 2.83 percent more than the 389,823 assembled last year at this point.

Last week's truck output of 16,752 was up 1.81 percent from the prior week's 16,454 but was 3.69 percent below the year-ago week's 17,393.

Production of 25,550 cars in Canada last week was 28.62 percent more than the previous week's 19,865—a holiday week—but was 0.50 percent below the year-ago week's 25,678.

So far this year, 493,994 cars have been assembled, 10.58 percent more than the 446,728 completed last year at this time.

Chrysler Corp.'s Windsor (Ont.) plant was down last week for inventory adjustment.

The plant is expected to resume production today (June 2).

Production of the 1986 Eagle at American Motors' Brampton (Ont.) plant has ended for the model year.

Nissan schedules Mexican hiatus

MEXICO CITY—Plagued by a steep decline in sales in the first four months of this year, Nissan Mexicana has decided to halt production for two months later this year.

Plants will be shut down nine days in September and 14 in December, said Arturo Patino Munoz, the firm's industrial relations manager.

Patino Munoz said automotive sector sales have slumped 40 percent in the first four months of 1986, according to his personal estimate.

Nissan has 5,000 vehicles stored because dealers have been unable to clear out stocks. Patino Munoz said the firm has not resorted to layoffs as yet, but that management has had talks with union officials.

Layoffs and dismissals will not be confined to Nissan, Patino Munoz said, with this drastic measure inevitable throughout the industry if conditions do not improve.

Patino Munoz added that if the sales slump continues, Nissan might cease operations altogether in Mexico. He said he hoped this step would not be necessary.

At General Motors, Mario Campo, director of public relations, pointed out that the current "paralyzation of sales" is not confined to Mexico, but is worldwide to a greater or lesser degree.

Despite current setbacks, the industry as a whole in Mexico foresees "a promising future," Campo said. GM has had capital losses due to the abnormal market, but the firm has other resources, he said. The Parts Division, for example, is registering growing demand as car owners recondition vehicles instead of buying new models.

Campo said that GM has 2,000 cars stored in Mexico because of sluggish sales. But he said the firm will go ahead with approved expansion plans and additions to the work force will be made next year.

Japanese output for April falls 1.7 pct. from '85

TOKYO—Japanese vehicle production in April declined from the same month a year ago for the first year-to-year dip in 19 months, according to the Japan Automobile Manufacturers Assn.

JAMA listed production for the month at 1,967,572 units, down 1.7 percent from a year ago, due to sluggish domestic sales and a slowdown in export growth. April's dip followed a 1.3-percent year-to-year increase in March.

JAMA said in its preliminary report that exports were expected to grow 4 percent in April, compared with 7.8 percent in January, 13.8 percent in February and 2.2 percent in March.

The report said April's production included 677,846 cars, up 2.9 percent; 386,176 trucks, down 7.7 percent, and 3,550 buses, off 57.8 percent.

The combined January-April production increased 3.2 percent at 4,171,203 units, including 2,630,389 cars, up 5.3 percent; 1,525,452 trucks, an increase of 0.8 percent, and 15,362 buses, down 52.1 percent.

CANADIAN CAR	Week Ended May 31, 1986	Week Ended June 1, 1985	Week Ended May 24, 1986	May Est.	Jan. 1, to June 1, 1985	Jan. 1, to May 31, 1986
AMERICAN MOTORS	0	406	52	331	4,686	2,405
FORD MOTOR	11,645	11,251	8,961	47,894	217,676	239,042
GENERAL MOTORS	13,680	13,796	10,672	54,466	219,648	247,896
VOLVO	225	225	180	945	4,718	4,651
Total Cars, Canada	25,550	25,678	19,865	103,636	446,728	493,994

U.S. TRUCK☆	Week Ended May 31, 1986	Week Ended June 1, 1985	Week Ended May 24, 1986	May Est.	Jan. 1, to June 1, 1985	Jan. 1, to May 31, 1986
CHEVROLET	20,286	21,022	22,320	98,614	505,935	523,484
DODGE	2,600	3,598	3,413	11,130	91,063	17,405
FORD	26,555	23,270	31,201	132,636	527,150	631,985
GMC	5,733	6,617	7,499	30,963	155,733	156,609
NAVISTAR	1,320	1,325	1,584	6,638	35,428	32,325
JEEP	2,800	2,862	3,223	14,170	86,107	82,035
NISSAN	3,056	1,429	3,938	16,109	43,073	48,264
AM GENERAL*	50	40	50	220	1,060	1,072
MISCELLANEOUS*	2,300	1,392	2,300	10,120	39,064	48,500
Total Trucks, U.S.	64,700	61,555	75,528	320,600	1,484,613	1,541,679

CANADIAN TRUCK	Week Ended May 31, 1986	Week Ended June 1, 1985	Week Ended May 24, 1986	May Est.	Jan. 1, to June 1, 1985	Jan. 1, to May 31, 1986
AMERICAN MOTORS	980	0	569	3,451	0	9,763
CHRYSLER	6,144	7,171	8,251	34,338	182,558	184,288
FORD	3,648	3,650	2,837	15,208	75,916	75,544
GENERAL MOTORS	5,760	6,301	4,618	23,107	126,095	126,951
NAVISTAR	220	271	179	928	5,254	4,319
Total Trucks, Canada	16,752	17,393	16,454	77,032	389,823	400,865
N. American Trucks	81,452	78,948	91,982	397,632	1,874,436	1,942,544

☆—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended May 31, 1986	Week Ended June 1, 1985	Week Ended May 24, 1986	May Est.	Jan. 1, to June 1, 1985	Jan. 1, to May 31, 1986
AMERICAN MOTORS	1,600	3,012	0	5,682	46,941	22,225
Renault Total	1,600	3,012	0	5,682	46,941	22,225
Alliance	1,400	1,899	0	5,039	28,864	19,484
Encore	200	1,113	0	643	18,077	2,741
CHRYSLER CORP.	20,200	23,308	24,970	106,022	597,937	596,353
Plymouth Total	6,600	6,615	8,355	35,955	174,783	174,400
Horizon	2,900	2,590	3,236	15,300	63,396	67,617
Reliant	2,900	2,765	3,859	15,569	78,597	76,312
Caravelle	600	857	865	3,368	24,348	23,349
Gran Fury	200	403	395	1,718	8,442	7,122
Chrysler Total	5,500	7,896	6,649	27,829	196,948	198,683
LeBaron	1,900	1,651	2,126	9,256	47,589	51,194
LeBaron GTS	200	2,176	47	247	42,311	27,177
Laser	500	973	777	3,181	23,918	22,183
New Yorker/E-Class	1,000	1,199	1,429	5,811	32,134	40,111
Fifth Avenue	1,900	1,897	2,270	9,333	50,996	58,018
Dodge Total	8,100	8,797	9,966	42,738	226,206	223,270
Omni	2,500	2,386	3,007	13,651	63,979	66,357
Aries	2,900	2,501	3,126	13,001	63,339	57,376
Daytona	700	926	1,148	4,724	21,421	22,826
Dodge 600	1,000	1,101	1,702	7,047	31,543	36,998
Lancer	200	1,355	55	255	31,060	24,892
Diplomat	800	528	928	3,559	14,864	14,821
FORD MOTOR	32,307	28,171	39,286	164,396	764,729	789,548
Ford Division	21,332	19,317	26,541	113,346	509,841	539,955
Escort	6,379	6,188	8,000	33,700	139,438	172,111
Mustang	3,027	3,450	3,601	17,386	79,696	86,005
LTD	0	3,346	0	0	106,057	0
Taurus	5,969	0	7,358	29,527	0	119,038
Thunderbird	2,432	3,145	3,157	14,336	90,819	73,852
Crown Victoria	0	0	0	0	7,122	0
EXP	0	0	0	0	3,838	0
Tempo	3,525	3,188	4,425	18,397	82,871	88,949
L-M Division	10,975	8,854	12,745	51,050	254,888	249,593
Mercury Total	8,024	6,387	9,073	35,601	183,428	170,335
Lynx	1,181	1,160	1,450	6,004	31,933	28,332
Capri	603	47	109	834	7,259	6,851
Marquis	0	1,728	0	0	52,649	0
Sable	2,951	0	3,555	13,092	0	56,113
Cougar	2,466	2,526	2,954	11,251	60,964	52,349
Grand Marquis	0	0	0	0	4,733	0
Topaz	823	926	1,005	4,419	25,890	26,690
Lincoln Total	2,951	2,467	3,672	15,450	71,460	79,258
Continental	329	343	407	1,713	12,595	8,958
Lincoln	2,215	1,850	2,753	11,588	50,968	59,451
Mark VII	407	274	512	2,148	7,897	10,849
GENERAL MOTORS	75,189	83,136	94,406	378,886	2,191,466	1,939,571
Buick Total	14,801	17,906	18,220	75,000	440,588	330,977
Skylark (X-car)	0	0	0	0	40,953	0
Skyhawk	1,472	2,039	1,900	7,751	48,500	38,112
Somerset/Skylark	2,072	2,648	2,553	10,279	55,529	44,815
Century	4,296	5,385	5,374	22,755	111,464	108,785
Regal	1,717	2,385	1,960	8,509	52,236	25,419
Wagon/LeSabre (rwd)	280	2,668	373	1,466	61,591	6,169
LeSabre	2,984	0	3,811	14,772	0	51,610
Riviera	732	1,152	609	2,982	28,812	10,493
Electra	1,248	1,629	1,640	6,486	41,503	45,574
Cadillac Total	7,304	5,861	8,452	35,296	162,207	143,080
Cimarron	512	521	649	2,695	12,644	11,774
Seville	682	514	532	2,732	17,615	8,830
Eldorado	682	1,013	564	2,756	32,884	10,281
Cadillac (rwd)	2,208	1,105	2,413	10,291	24,793	39,353
DeVille (fwd)	3,220	2,708	4,294	16,823	74,271	72,842
Chevrolet Total	22,235	26,927	27,768	110,298	754,970	617,604
Chevette	1,596	3,197	1,819	6,534	70,288	48,749
Cavalier	6,892	8,362	8,728	36,065	216,076	184,575
Celebrity	4,516	4,112	5,791	23,701	125,090	128,804
Camaro	3,943	4,146	4,890	16,504	102,275	92,079
Citation	0	0	0	0	28,697	0
Monte Carlo	1,900	2,080	2,186	9,320	67,933	50,340
Chevrolet	2,876	4,226	3,714	15,490	125,562	101,148
Corvette	512	804	640	2,684	19,049	11,909
Oldsmobile Total	16,514	20,306	21,060	86,812	546,659	485,756
Firenza	452	939	549	2,400	31,170	20,871
Cutlass Supreme	1,482	4,196	2,000	8,208	98,202	74,921
Cutlass Ciera	3,896	5,413	4,888	20,495	163,237	117,266
88 (rwd)	192	3,748	534	1,900	102,741	9,731
88 (fwd)	6,769	0	8,631	35,438	0	147,366
Olds 98	1,423	2,235	1,866	7,437	62,577	51,636
Calais	1,768	3,268	2,166	8,788	70,318	56,412
Toronado	532	507	426	2,146	18,414	7,553
Pontiac Total	14,335	12,136	18,906	71,479	287,042	362,154
Acadian**	0	221	916	1,807	6,141	7,689
2000 Sunbird	2,496	1,990	3,102	12,765	60,152	61,999
1000	1,060	630	1,542	4,181	13,121	13,538
Firebird	2,153	2,154	2,624	8,863	53,699	49,304
6000	2,604	1,237	3,258	13,466	18,673	66,245
Parisienne	796	1,154	904	4,175	30,416	33,650
Fiero	1,386	1,950	1,550	6,059	49,107	33,720
Grand Am	3,840	2,800	5,010	20,163	55,733	96,009
HONDA	3,500	2,453	4,139	17,010	69,596	79,558
NISSAN	0	51	0	0	5,481	21,517
NUMMI*	3,600	840	3,600	15,840	6,700	76,708
VOLKSWAGEN	1,600	1,302	1,936	8,371	43,534	38,703
Total Cars, U.S.	137,996	142,273	168,337	696,207	3,726,384	3,563,683
Total Cars, Canada	25,550	25,678	19,865	103,636	446,728	493,994
N. American Cars	163,546	167,951	188,202	799,843	4,173,112	4,057,677
N. American Trucks	81,452	78,948	91,982	397,632	1,874,436	1,942,544
North American Cars and Trucks	244,998	246,899	280,184	1,197,475	6,047,548	6,000,221

*—Revised estimate. **—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.